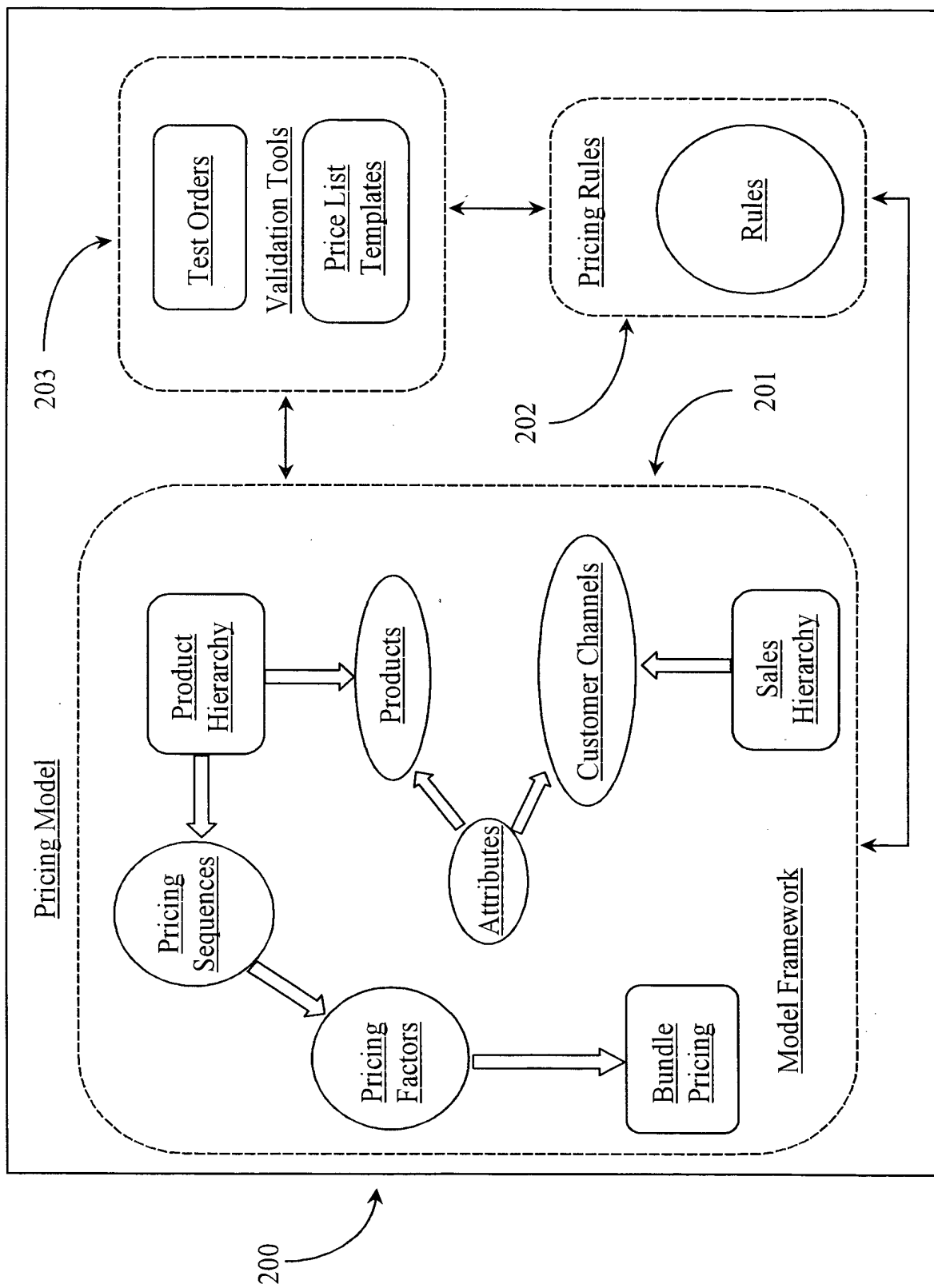
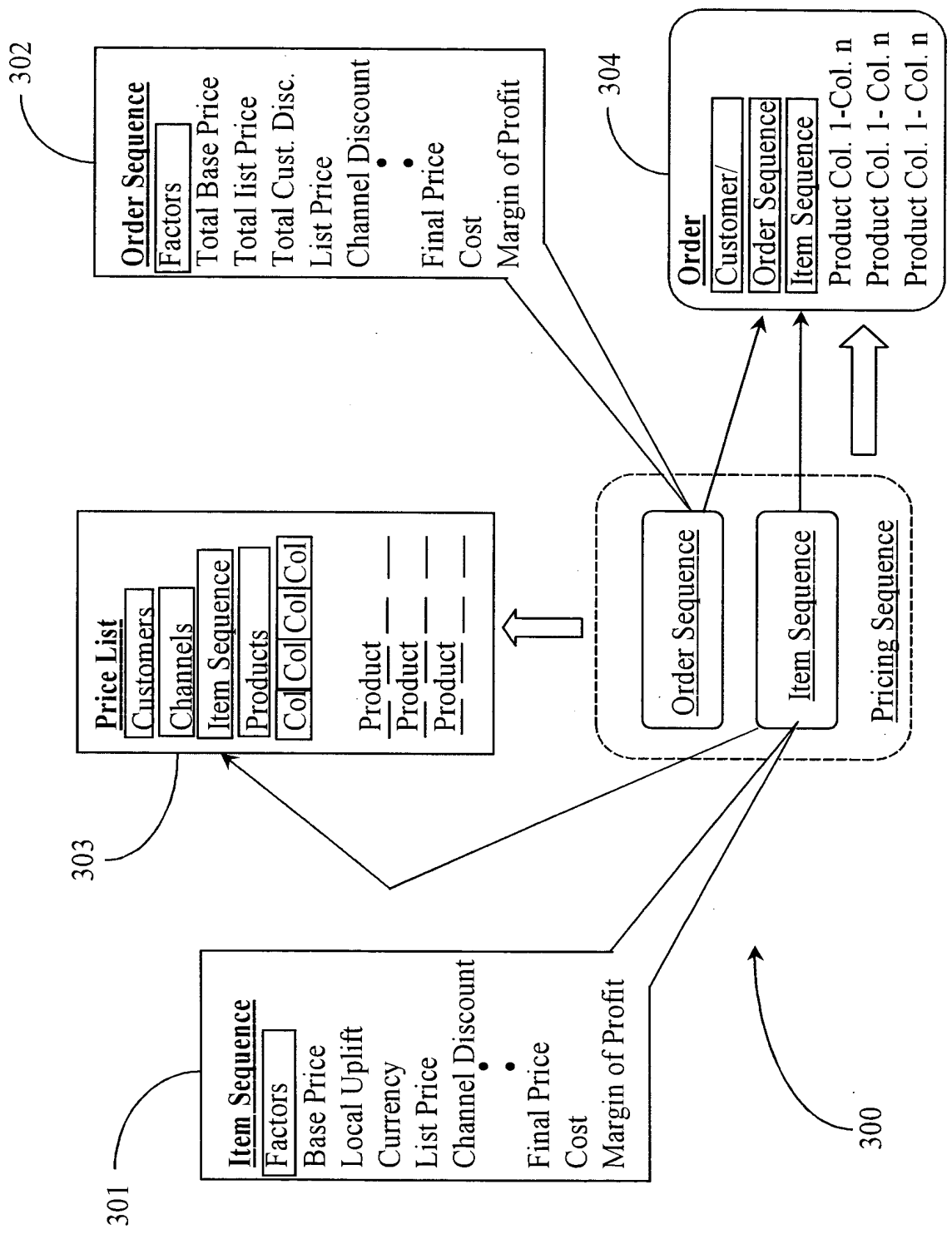


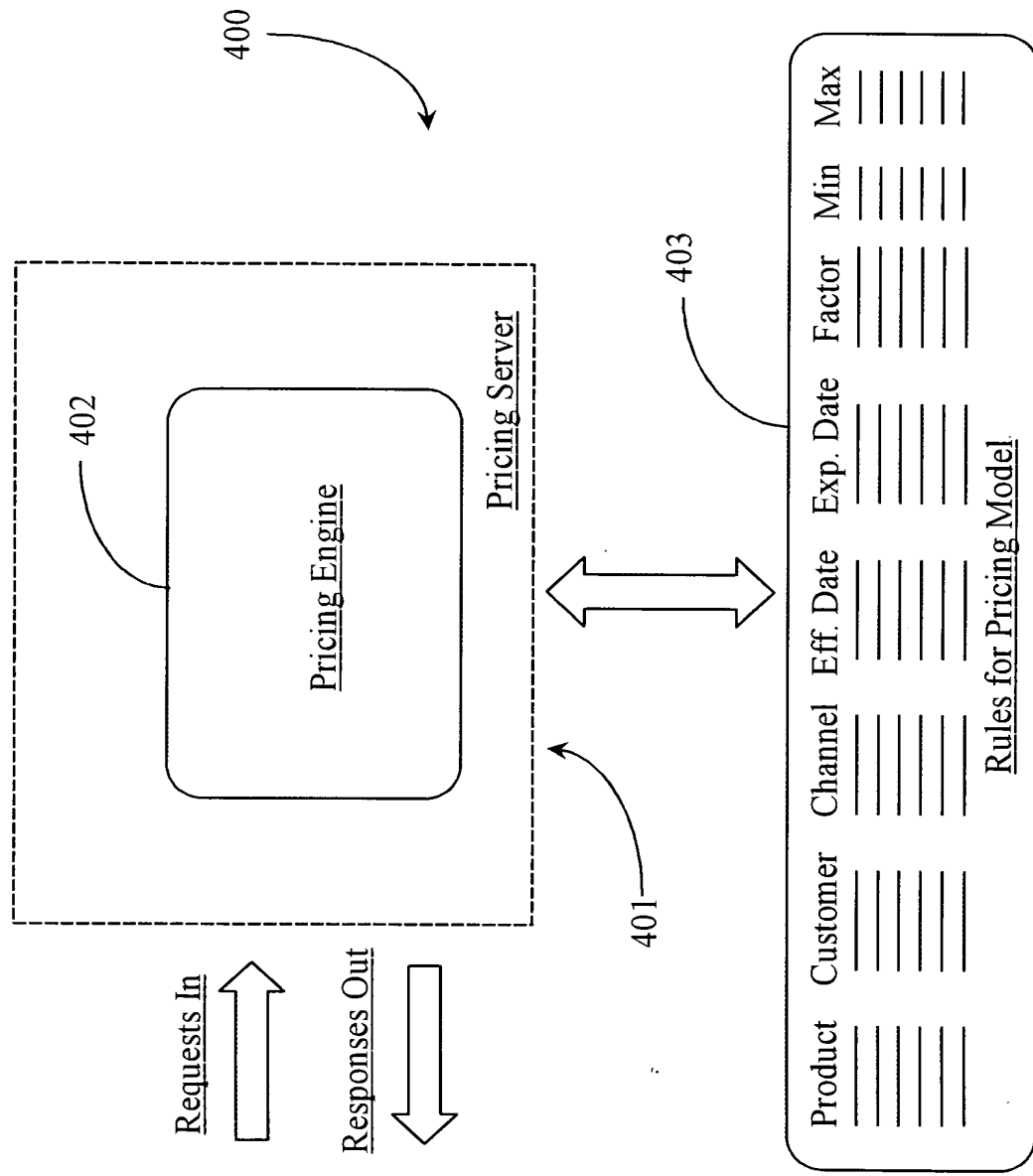
**Fig. 1**



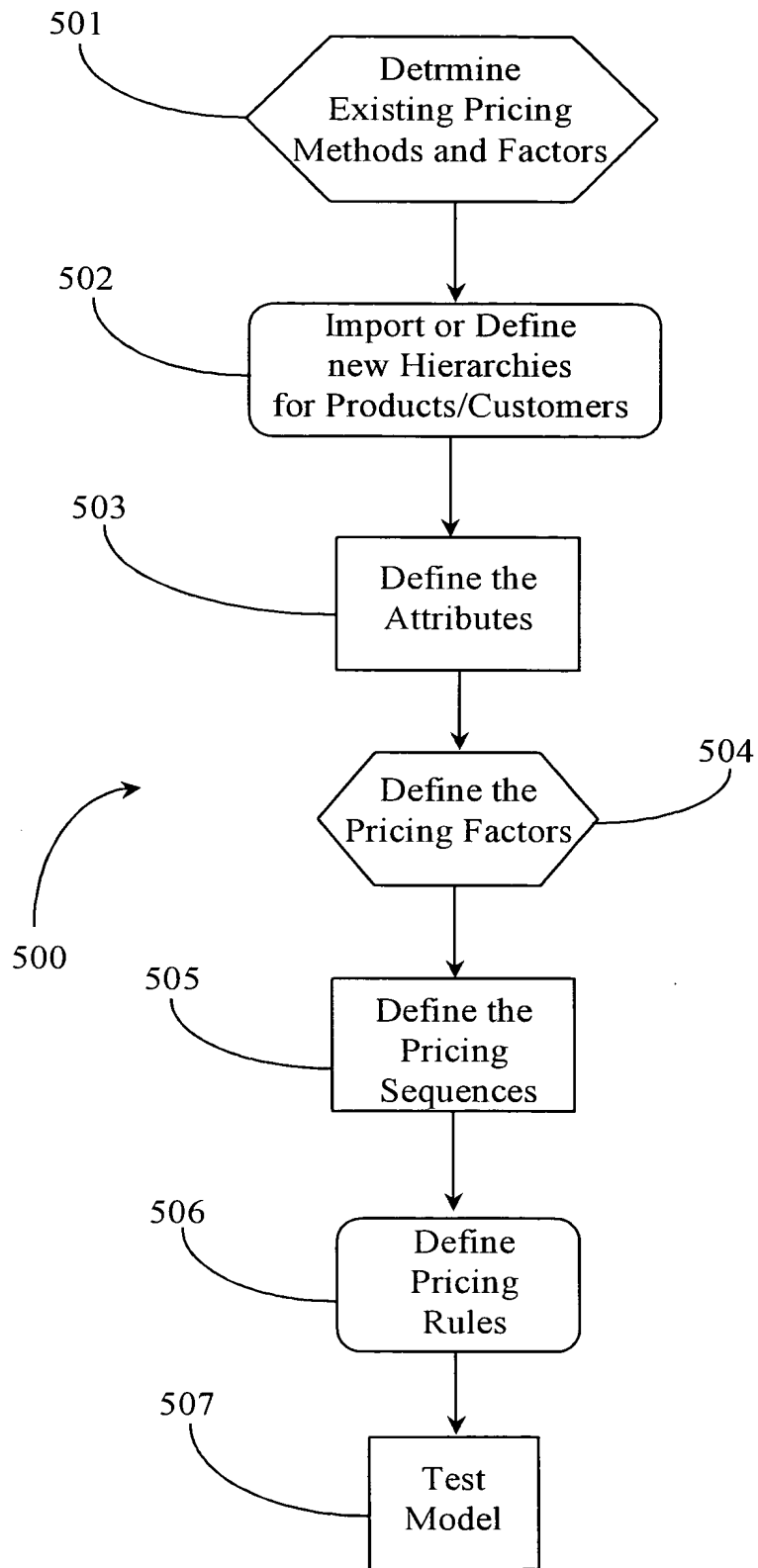
**Fig. 2**



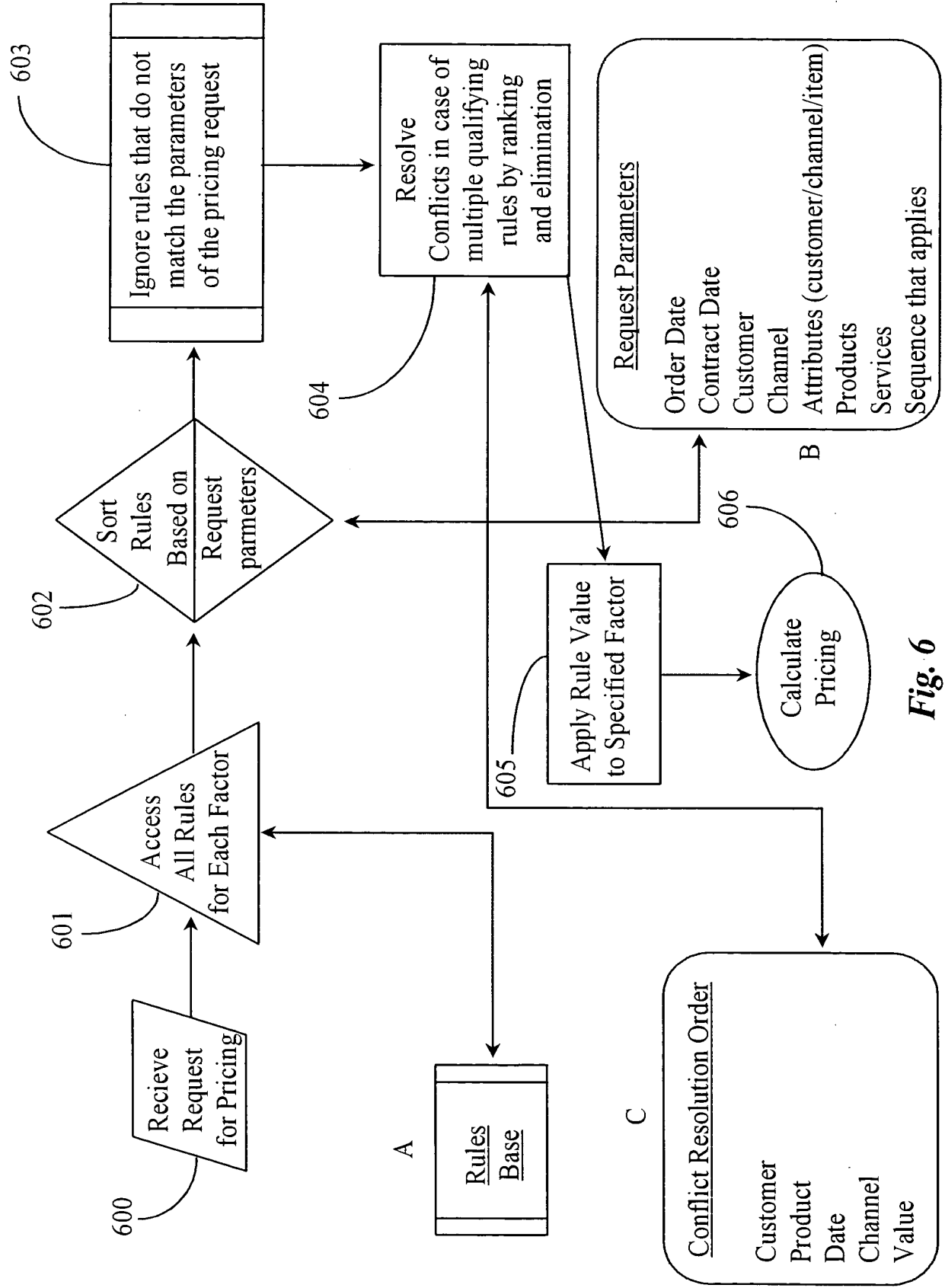
**Fig. 3**



**Fig. 4**



**Fig. 5**



**Fig. 6**

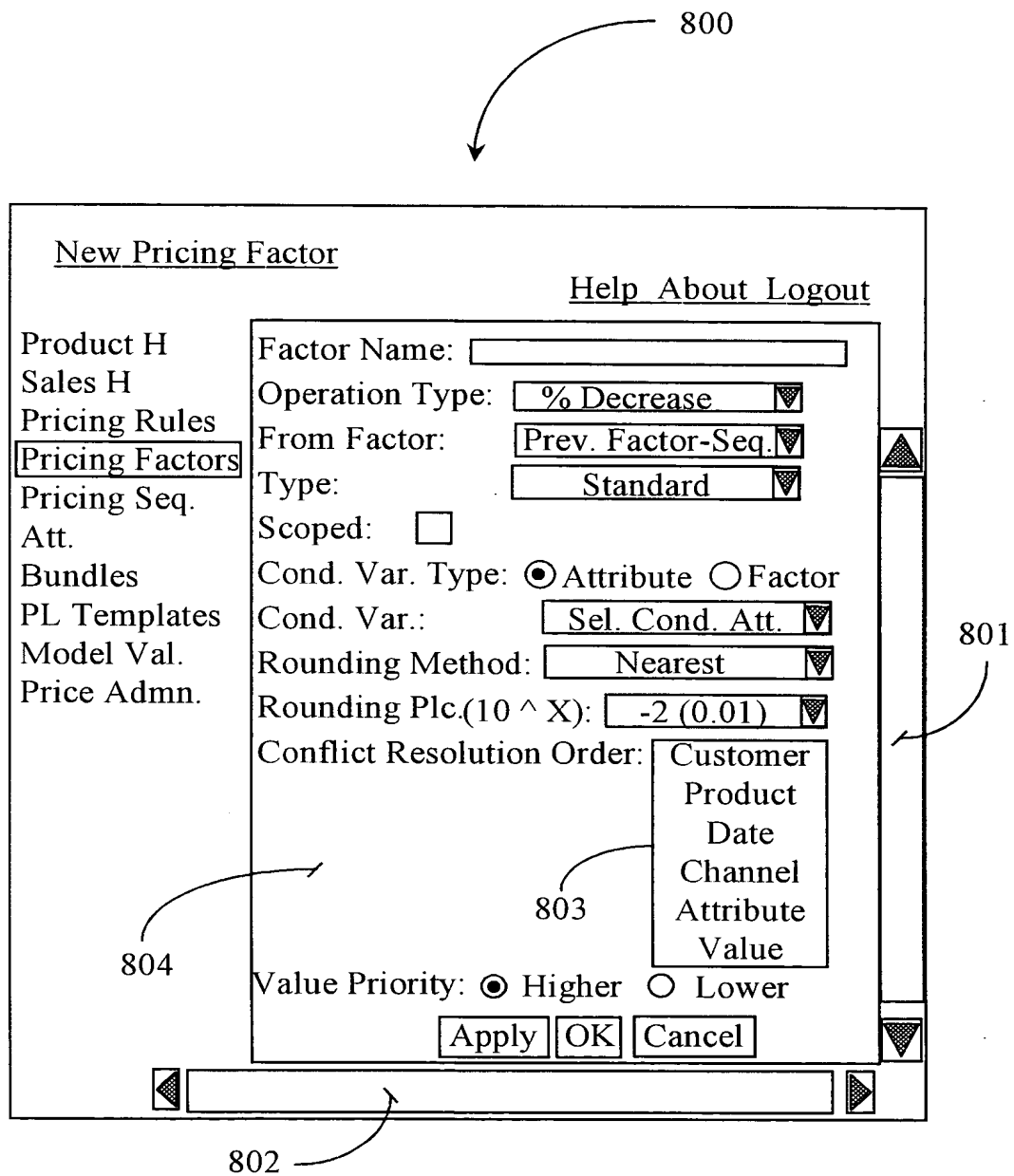
Figure 1 illustrates the Main Interface of the Pricing Rules System. The interface is divided into several sections:

- Menu Bar:** Includes 'Main Interface', 'Search', and 'all price rls'.
- Toolbar:** Contains icons for 'New', 'Edit', 'Copy', 'Delete', and 'Add'.
- Table:** A table with 8 rows and 6 columns: ID, Product, Customer, Channel, Eff., Exp., and Factor. The table lists pricing rules for various products and customers.
- Status Bar:** Shows 'All' and 'Pricing Rules'.

The table data is as follows:

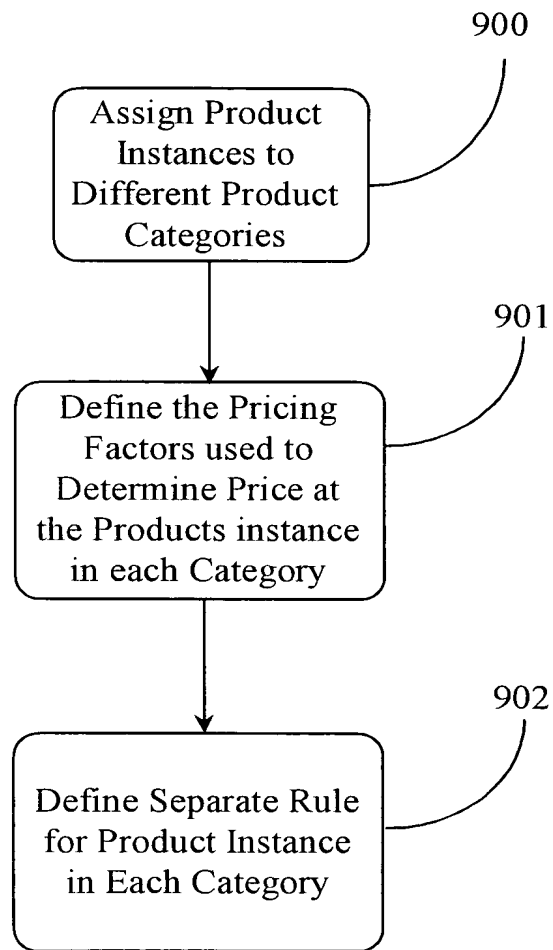
ID	Product	Customer	Channel	Eff.	Exp.	Factor
56	Expert Services	All Customers	All Channels	01/03	01/04	Cost
55	Expert Services	All Customers	All Channels			Base Price
54	Direct Support	All Customers	All Channels	01/03	01/04	Cost
53	Hardware	Gold Customers	Web Channel	01/03	01/04	Shipping
52	Hardware	All Customers	Promotion	01/03	01/04	Prm. Discount
51	A-1 Lap Top	VARS	Co-Brand			Shipping
50	256 DIMM	XYZ Company	All Channels	01/03	01/04	Ctr. Discount

**Fig. 7**



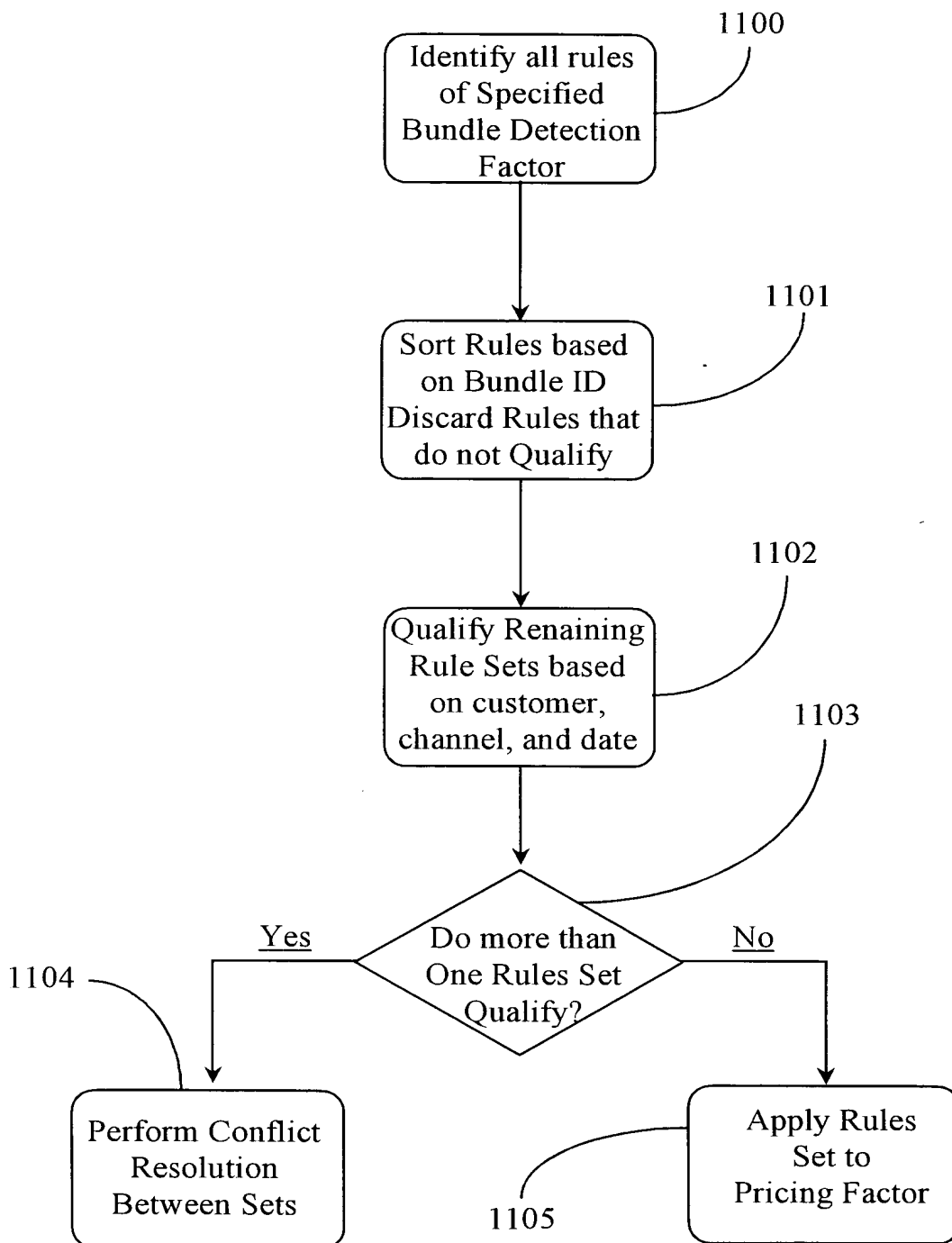
**Fig. 8**



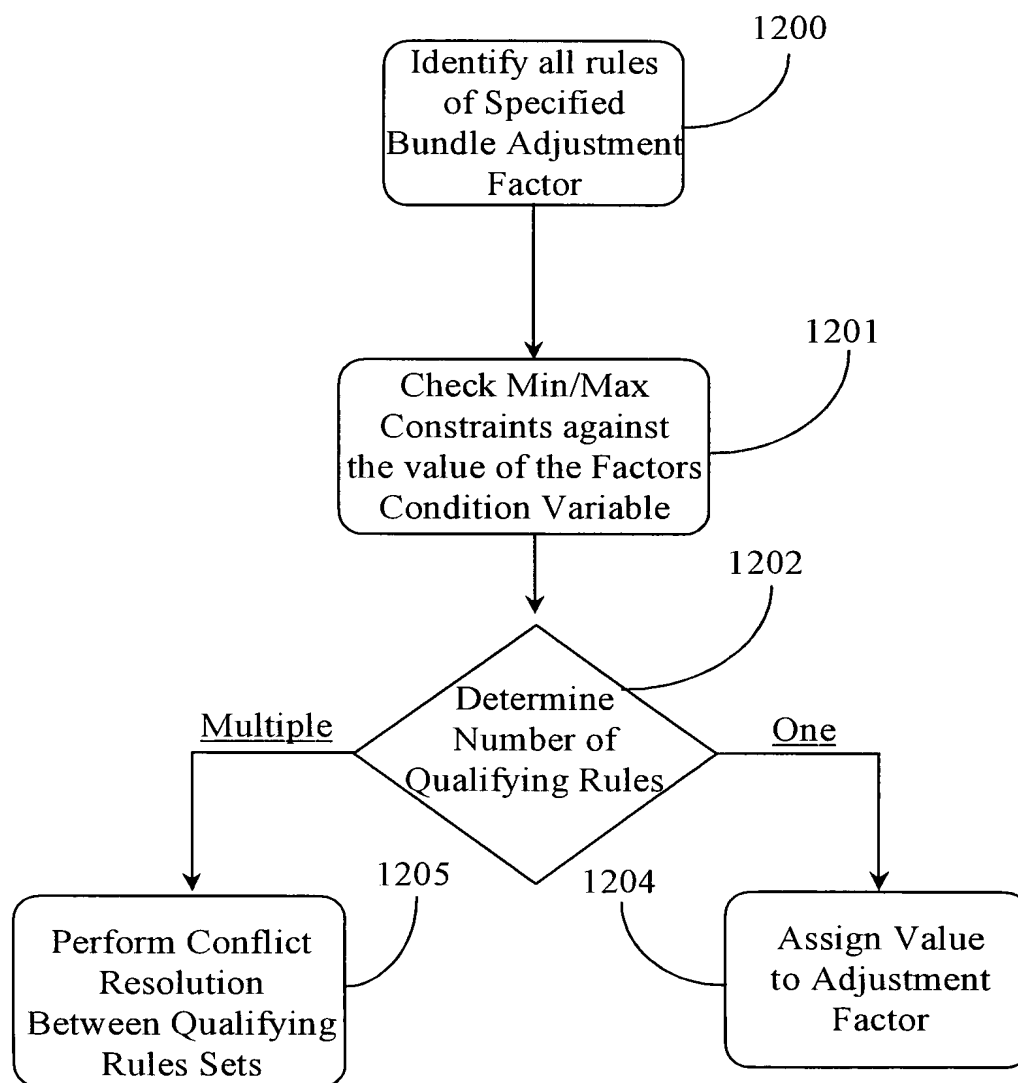


***Fig. 9***

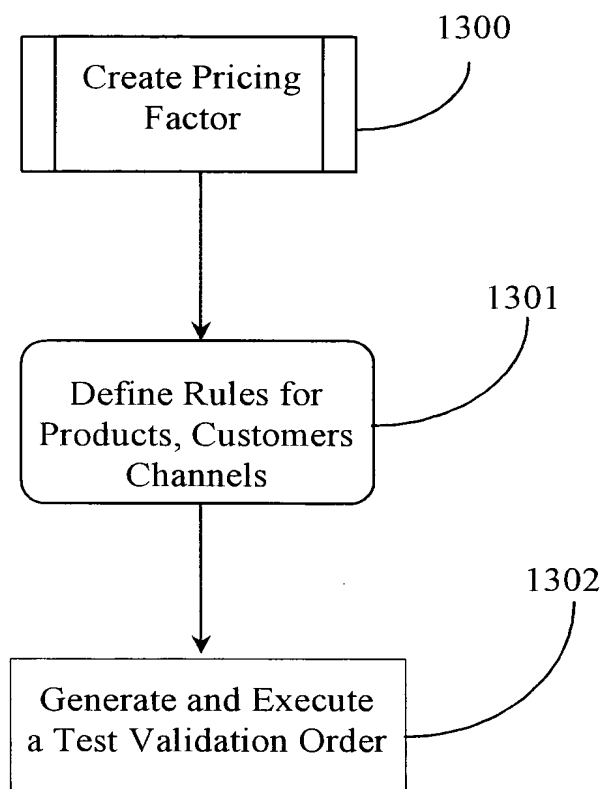




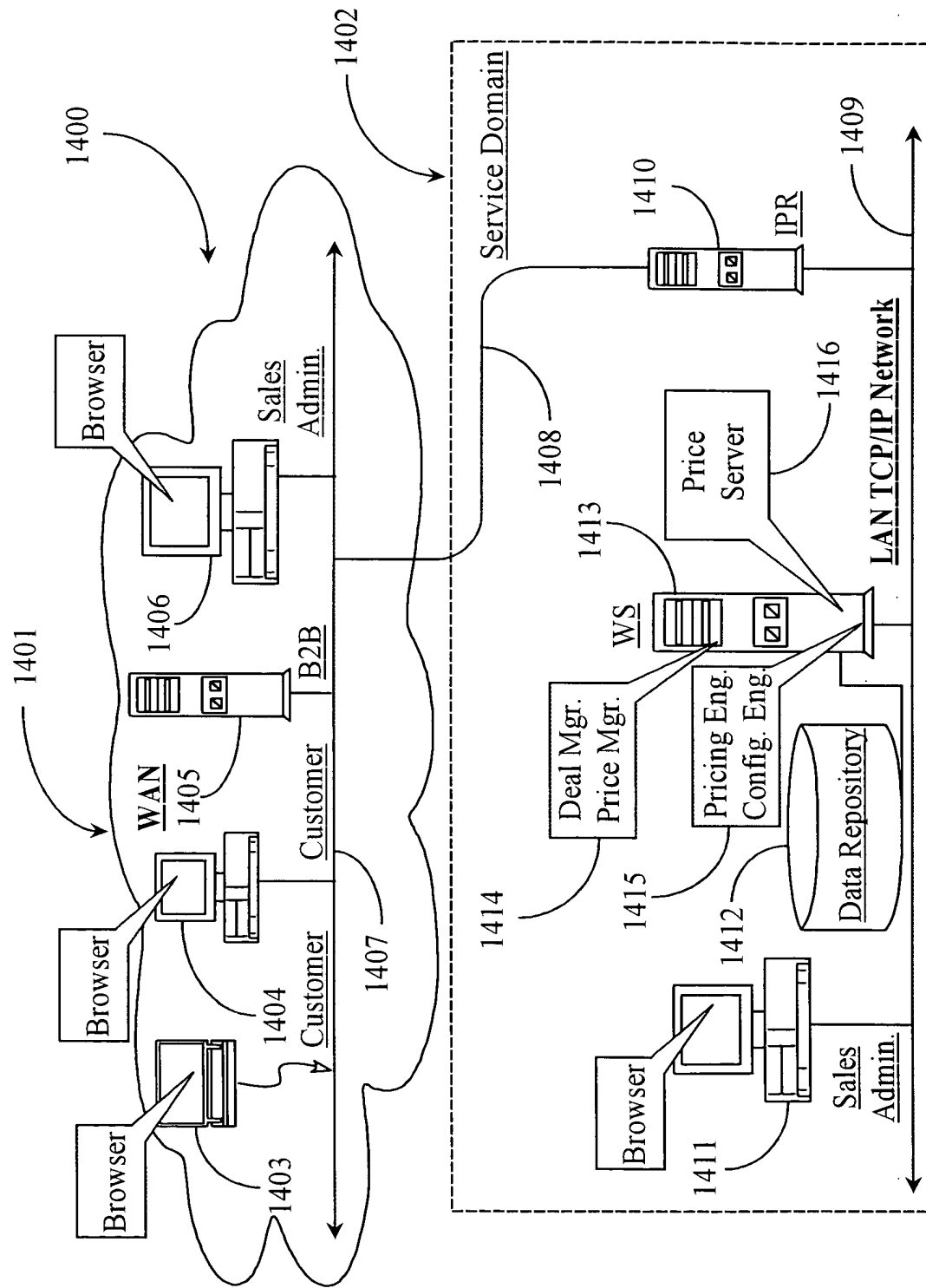
**Fig. 11**



**Fig. 12**



***Fig. 13***



**Fig. 14 (Deal Management)**

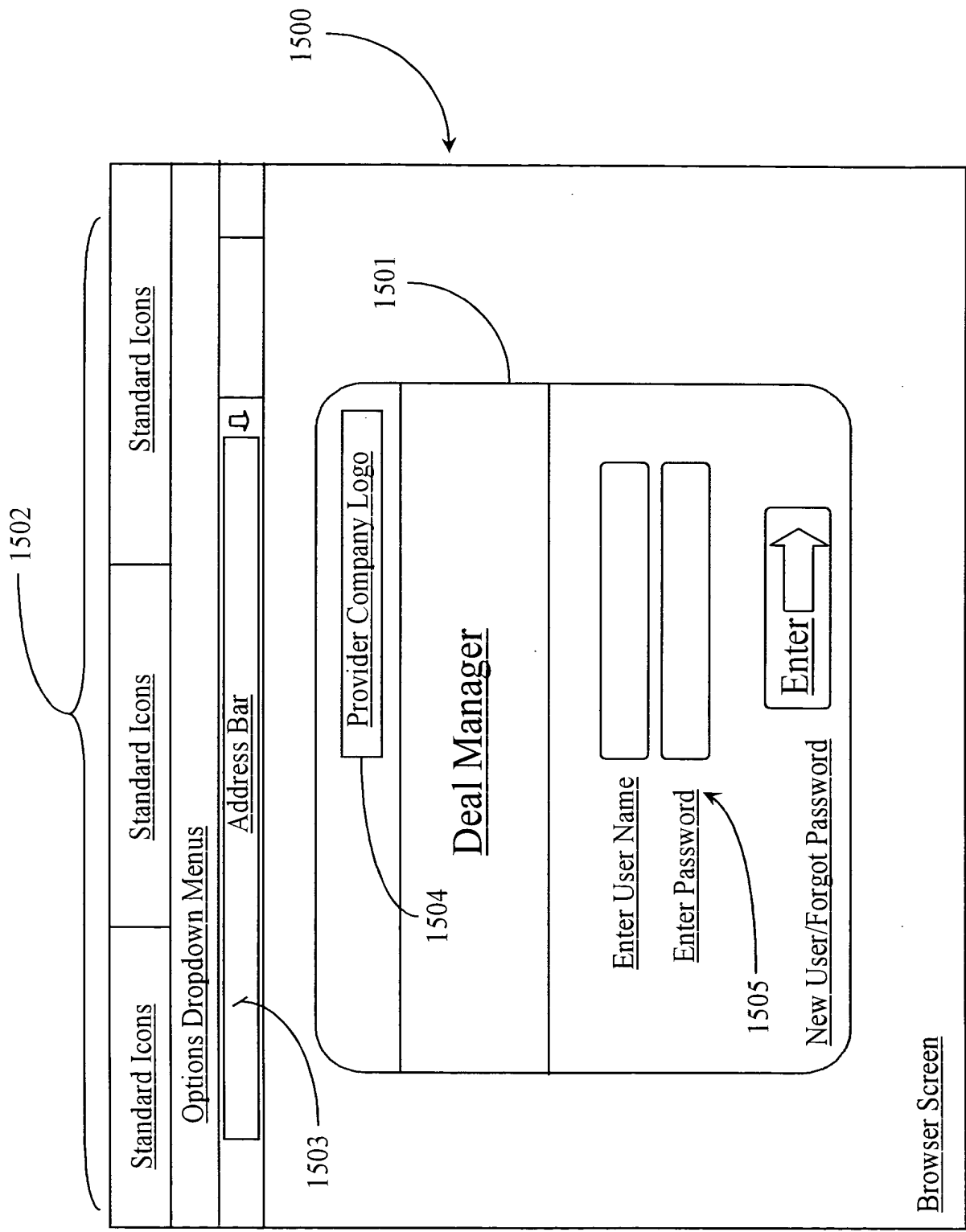


Fig. 15 (Log-in Page)

<u>Standard Icons</u>	<u>Standard Icons</u>	<u>Standard Icons</u>
<u>Options Dropdown Menus</u>		
<div style="border: 1px solid black; padding: 2px; display: inline-block;">Address Bar</div>		<div style="border: 1px solid black; width: 30px; height: 20px; display: flex; align-items: center; justify-content: center;"> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> <span><u>Deal Manager</u></span> <span><u>Provider Logo</u></span> </div>		
<a href="#">Home</a> <a href="#">Deals</a> <a href="#">Home About Help Log-out</a>		
<div style="border: 1px solid black; padding: 5px; display: inline-block;">             User : User Name           </div>		

**Fig. 16 (Main Starting Interface)**



1700

1703

1701

1702

Standard Icons	Options Dropdown Menus	Standard Icons	Standard Icons												
<div> <div>Address Bar</div> <div>Provider Logo</div> <div>Home About Help Log-out</div> </div>															
<div>Home Deals</div> <div> <div>Deals</div> <div> <div>Pending</div> <div>In Progress</div> <div>Rejected</div> <div>Approved</div> <div>Side-By-Side</div> </div> </div>	<div>User : User Name</div> <div> <div>Configurations</div> <table border="1"> <thead> <tr> <th>Configuration</th> <th>Date</th> <th>Customer</th> </tr> </thead> <tbody> <tr> <td>Transaction</td> <td>2/12/2003</td> <td>Education</td> </tr> <tr> <td>Long Term</td> <td>2/12/2003</td> <td>Corporate Business</td> </tr> <tr> <td>Complex</td> <td>2/23/2003</td> <td>Contract</td> </tr> </tbody> </table> </div>			Configuration	Date	Customer	Transaction	2/12/2003	Education	Long Term	2/12/2003	Corporate Business	Complex	2/23/2003	Contract
Configuration	Date	Customer													
Transaction	2/12/2003	Education													
Long Term	2/12/2003	Corporate Business													
Complex	2/23/2003	Contract													

Browser Screen

**Fig. 17 (Deals View)**

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Address Bar

Deal Manager

Provider Logo

Home About Help Log-out

Home

Deals

Deals

Pending

In Progress

Rejected

Approved

Side-By-Side

1701

Deals - Pending

Name	Acct.	Action	Date	Owner	Status	Gen. Prop.
Edu./Trans.	Acct. Info.		2/12/03	R.Smith	Pending	Generate

1801

User : User Name

Browser Screen

1800

1807

Fig. 18

<u>Standard Icons</u>		<u>Standard Icons</u>	<u>Standard Icons</u>
<u>Options Dropdown Menus</u>			
		<u>Address Bar</u>	
<u>Deal Manager</u>		<u>Provider Logo</u>	
<u>Home About Help Log-out</u>			
<u>Home</u>	<u>Deals</u>	<u>User : User Name</u>	
<input type="checkbox"/> <u>Deals</u> <ul style="list-style-type: none"> <li>- Pending</li> <li>- In Progress</li> <li>- Rejected</li> <li>- Approved</li> <li>- Side-By-Side</li> </ul>		<u>Deals - Pending-Edu. Trans. Acct.</u> <u>Account Information</u> 1901 <u>Deal Name</u> <u>Education Deal</u> <u>Account Name</u> <u>Glenbrook North High School</u> <u>Search</u> 1904 <u>Purchase History</u> 1902 <u>15 Systems</u> <u>11% Margin</u> <u>Customer Since 2001</u>	
<u>Browser Screen</u>		<input type="button" value="Back"/> 1905	
<input type="button" value="←"/> <input type="button" value="→"/>		1903	

Fig. 19 (account view)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>																	
<u>Options Dropdown Menus</u>																					
		<u>Address Bar</u>																			
<u>Deal Manager</u>		<u>Provider Logo</u>																			
<u>Home About Help Log-out</u>																					
<u>Home Deals</u>		<u>User : User Name</u>																			
<input type="checkbox"/> Deals - Pending - In Progress - Rejected - Approved - Side-By-Side		Scenarios <table border="1"> <tr> <td>Type</td> <td>Terms</td> <td>Net Price</td> <td>Cрте. Date</td> <td>Owner</td> <td>Status</td> <td>Export</td> <td>Gen. Prop</td> </tr> <tr> <td>Base</td> <td>Terms</td> <td>\$11, 980</td> <td>2/12/03</td> <td>Smith</td> <td>Pnd.</td> <td>Export</td> <td>Generate</td> </tr> </table>				Type	Terms	Net Price	Cрте. Date	Owner	Status	Export	Gen. Prop	Base	Terms	\$11, 980	2/12/03	Smith	Pnd.	Export	Generate
Type	Terms	Net Price	Cрте. Date	Owner	Status	Export	Gen. Prop														
Base	Terms	\$11, 980	2/12/03	Smith	Pnd.	Export	Generate														
<u>Browser Screen</u>																					

2000

2003

2001

Fig. 20 (Scenarios List)

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Address Bar

↕

Deal Manager

Provider Logo

Home About Help Log-out

2100

Home

Deals

User : User Name

☐ Deals

- Pending

- In Progress

- Rejected

- Approved

- Side-By-Side

Account Information-Terms

Shipping Terms

Payment Terms

Credit Terms

One Week ↕

Net-90 ↕

Good ↕

2101

2102

2103

Additional Notes:

2105

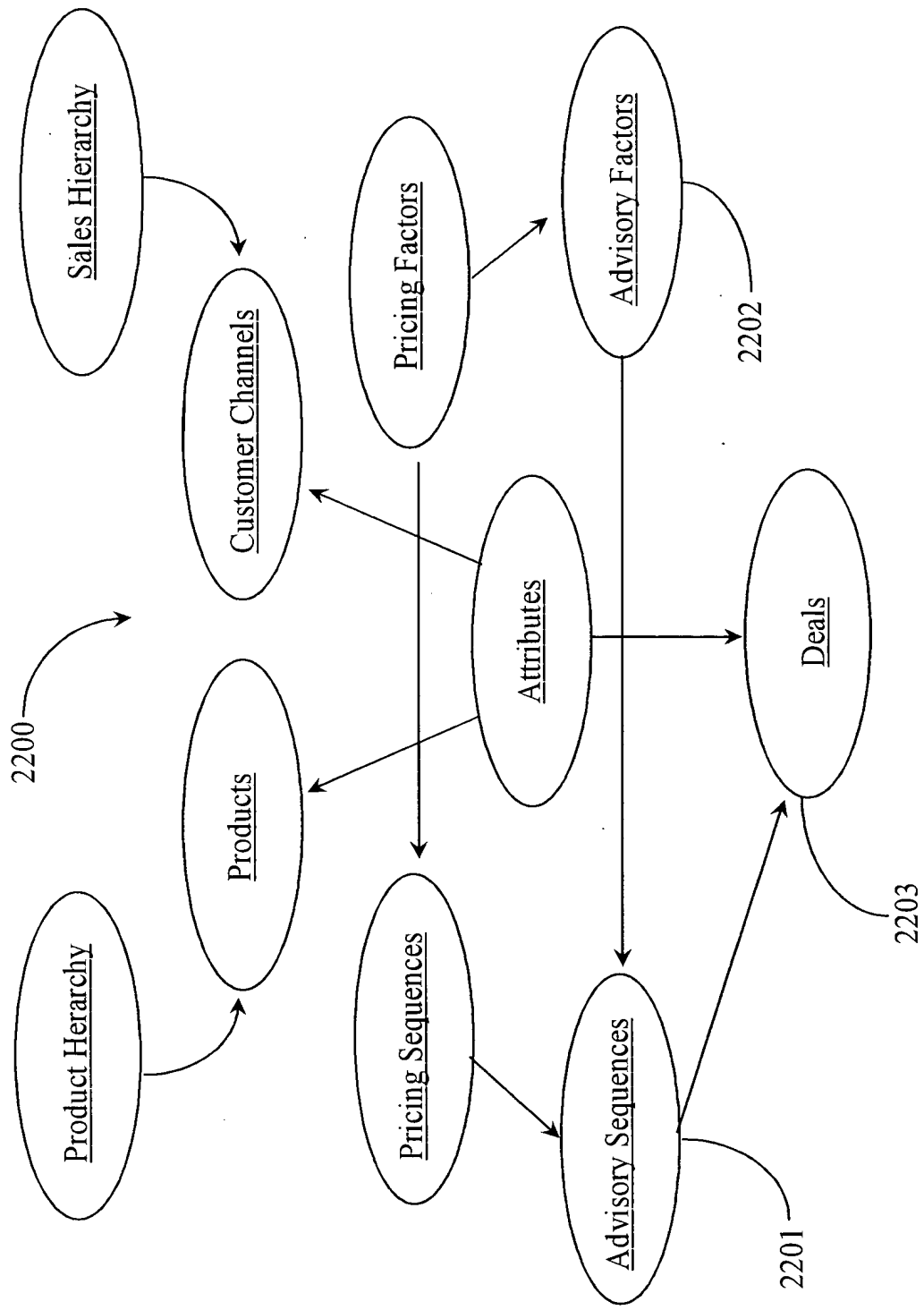
↩ Back

2104

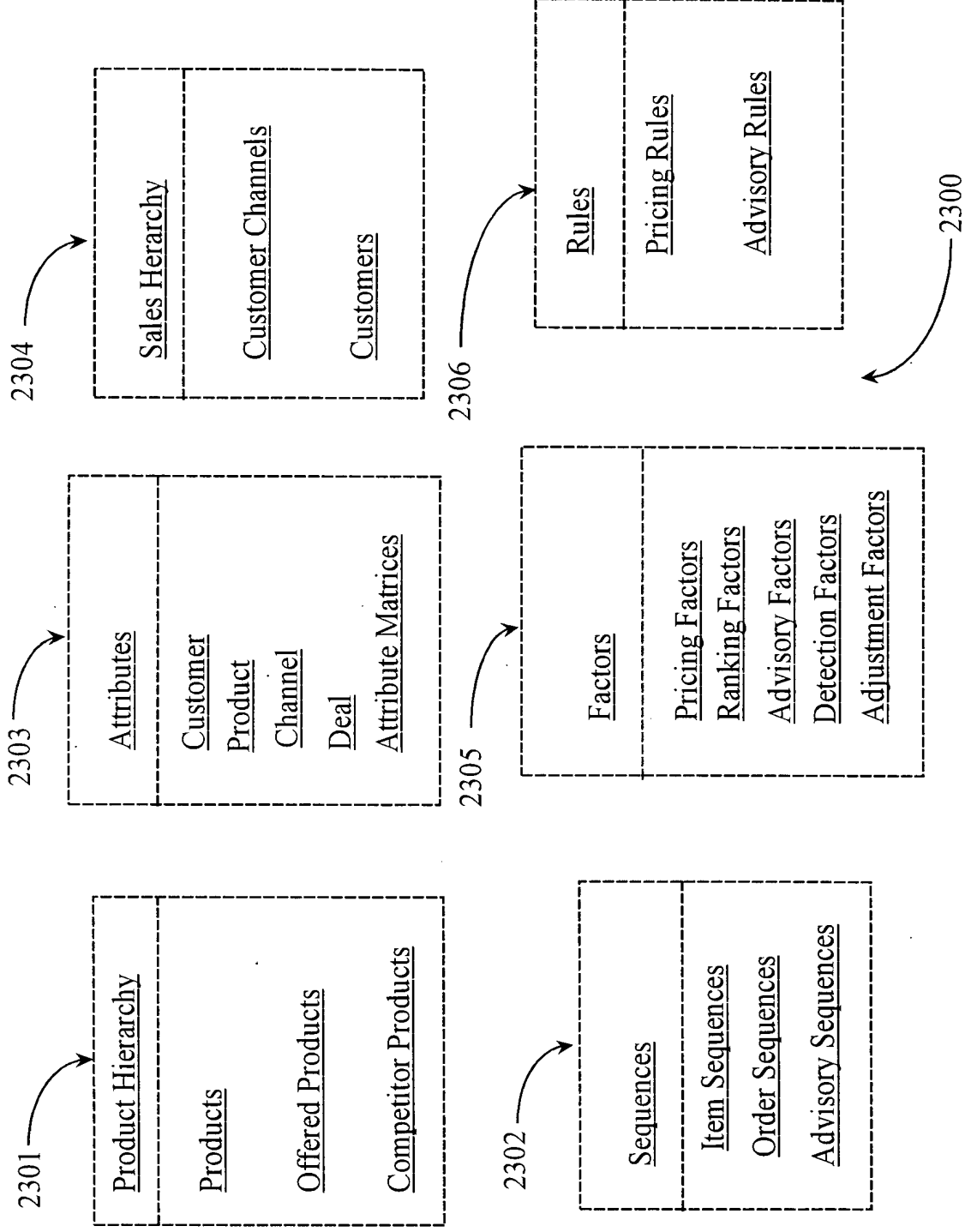
Browser Screen

↕

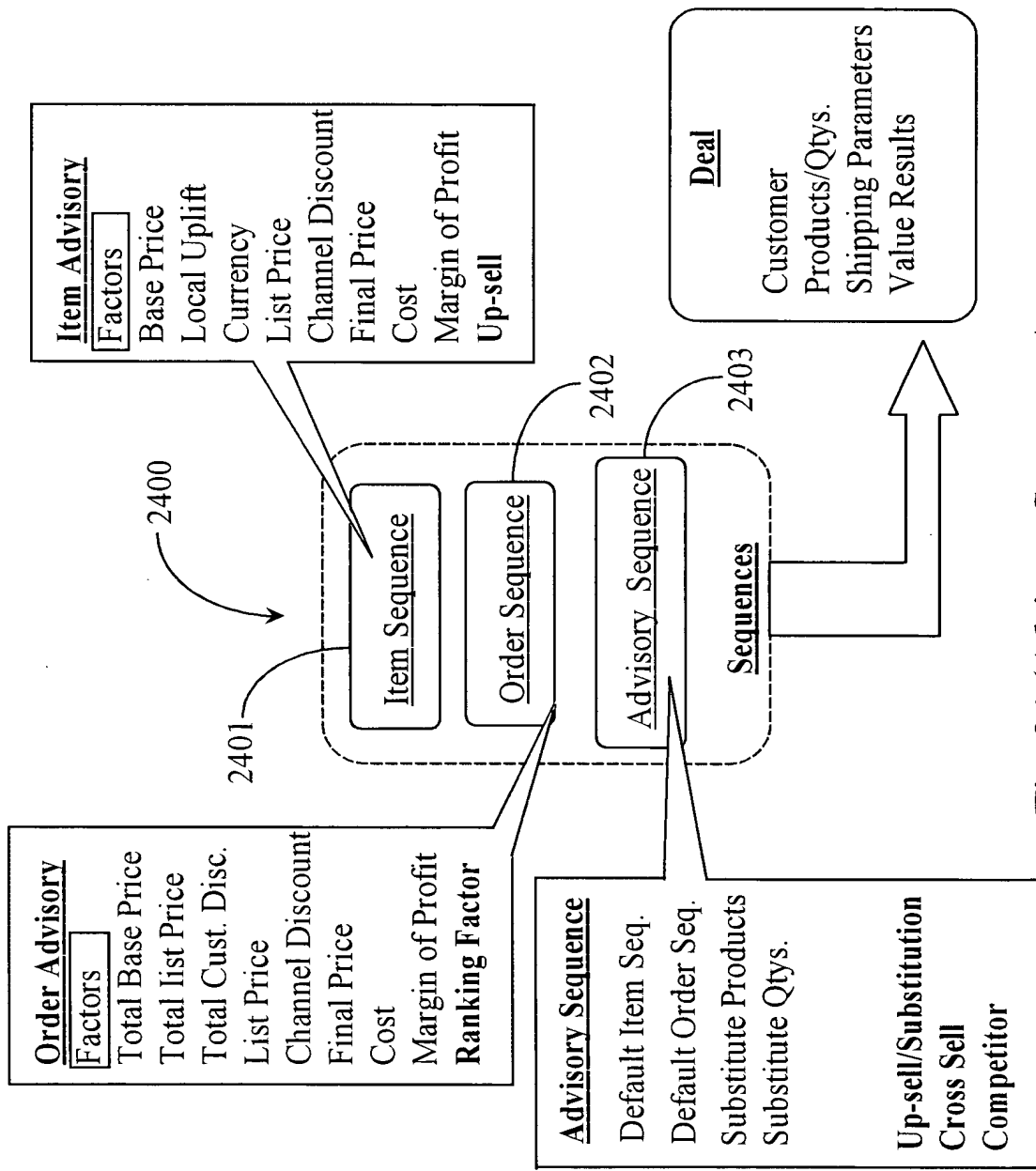
Fig. 21 (Account Terms)



**Fig. 22 (Advisory components)**

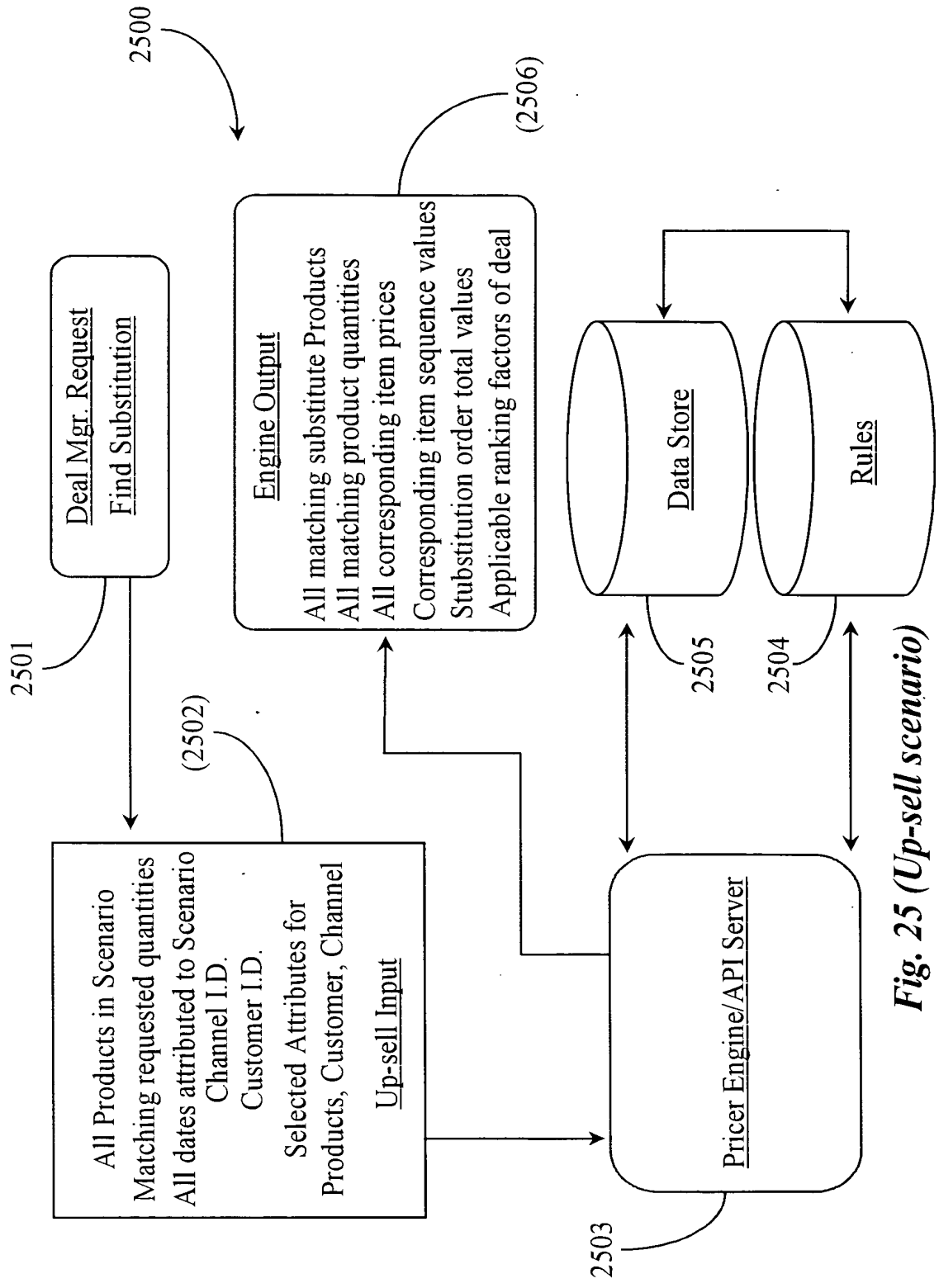


**Fig. 23 (Advisory Components)**



**Fig. 24 (Advisory Sequences)**





*Fig. 25 (Up-sell scenario)*

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>											
<u>Options Dropdown Menus</u>															
		<u>Address Bar</u>													
<u>Deal Manager</u>		<u>Provider Logo</u>													
<u>Home About Help Log-out</u>															
Home	Deals	User : User Name													
<input type="checkbox"/> Deals <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side	Base Scenario <span style="float: right;">2208</span> 2601      Optimize   Substitution   Bundling   Final Edit      2602 <table border="1"> <tr> <td>Deal Name</td> <td>Edu.-Trans.</td> </tr> <tr> <td>Acct. Name</td> <td>Glennbrook NHS</td> </tr> </table> 2603 Analysis Start <input type="text" value="02/14/03"/> End Date <input type="text" value="02/14/03"/> Period <input type="text" value="One Time"/> <input type="button" value="↓"/>					Deal Name	Edu.-Trans.	Acct. Name	Glennbrook NHS						
	Deal Name	Edu.-Trans.													
	Acct. Name	Glennbrook NHS													
	<table border="1"> <tr> <td>+ Add New</td> <td>Product</td> <td>Qty.</td> <td>Period</td> <td>List</td> </tr> <tr> <td>X Remove</td> <td>Marquee GX620</td> <td>20</td> <td>NA</td> <td>\$599</td> </tr> </table>					+ Add New	Product	Qty.	Period	List	X Remove	Marquee GX620	20	NA	\$599
	+ Add New	Product	Qty.	Period	List										
X Remove	Marquee GX620	20	NA	\$599											
<input type="button" value="Validate"/>															
Total List Price = \$11,980      2606 Compensation Indicator      2607															
-10%      0%      50%      100%															
Browser Screen															
<input type="text"/>		<input type="text"/>													

Fig. 26 (Base Scenario View)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>	
<u>Options Dropdown Menus</u>					
		<u>Address Bar</u>			
<u>Deal Manager</u>					
<u>Provider Logo</u>					
<u>Home About Help Log-out</u>					
<u>Home</u>	<u>Deals</u>	<u>Substituting</u>	2701	2702	User : User Name
<input type="checkbox"/> <u>Deals</u> - Pending - In Progress - Rejected - Approved - Side-By-Side		% Discount Processor-1 Memory 1 17 -inch E772P OS-1 Overall		Summary Block Deal Name: Edu-Trn Acct: Glennbrook NHS Start: 02/14/03 End: 02/14/03 Period: One Time	
2705		Total List Price = \$11,980    Total Net Price = \$11,980			
<u>Browser Screen</u>		Find Substitution Compensation Indicator -10%    0%    50%    100%			

Fig. 27 (Substitution Quoting)

<a href="#">Standard Icons</a>	<a href="#">Standard Icons</a>	<a href="#">Standard Icons</a>																														
<a href="#">Options Dropdown Menus</a>																																
<a href="#">Address Bar</a>																																
<a href="#"><u>Deal Manager</u></a>																																
		<a href="#">Home About Help Log-out</a>																														
<a href="#">Home</a>	<a href="#">Deals</a>	<a href="#">User : User Name</a>																														
<input type="checkbox"/> <a href="#">Deals</a> <ul style="list-style-type: none"> <li>- Pending</li> <li>- In Progress</li> <li>- Rejected</li> <li>- Approved</li> <li>- Side-By-Side</li> </ul>		<a href="#">Summary Block</a> <table border="1"> <thead> <tr> <th><a href="#">Marquee</a></th> <th><a href="#">% Discount</a></th> <th><a href="#">Substitution</a></th> <th><a href="#">List</a></th> <th><a href="#">Summary Block</a></th> </tr> </thead> <tbody> <tr> <td><a href="#">Processor-1</a></td> <td><input type="text" value="2"/></td> <td><input type="text" value="Processor-2"/></td> <td><input type="text" value="0"/></td> <td><a href="#">Deal Name: Edu-Trn</a></td> </tr> <tr> <td><a href="#">Memory-1</a></td> <td><input type="text" value="2"/></td> <td><input type="text" value="Memory -2"/></td> <td><input type="text" value="0"/></td> <td><a href="#">Acct: Glennbrook NHS</a></td> </tr> <tr> <td><a href="#">17 -inch E772P</a></td> <td><input type="text" value="2"/></td> <td><input type="text" value="Fl. Pan.1504FP"/></td> <td><input type="text" value="399"/></td> <td><a href="#">Start: 02/14/03</a></td> </tr> <tr> <td><a href="#">OS-1</a></td> <td><input type="text" value="2"/></td> <td><input type="text" value="OS-1 NA"/></td> <td><input type="text" value="0"/></td> <td><a href="#">End: 02/14/03</a></td> </tr> <tr> <td><a href="#">Overall</a></td> <td><input type="text" value=""/></td> <td><input type="text" value="Select All"/></td> <td><input type="text" value=""/></td> <td><a href="#">Period: One Time</a></td> </tr> </tbody> </table> <p>Total List Price = \$11, 980    Total Net Price = \$11, 980</p> <p><a href="#">Find Substitution</a></p> <p><a href="#">Compensation Indicator</a></p> <p>-10%    0%    50%    100%</p>	<a href="#">Marquee</a>	<a href="#">% Discount</a>	<a href="#">Substitution</a>	<a href="#">List</a>	<a href="#">Summary Block</a>	<a href="#">Processor-1</a>	<input type="text" value="2"/>	<input type="text" value="Processor-2"/>	<input type="text" value="0"/>	<a href="#">Deal Name: Edu-Trn</a>	<a href="#">Memory-1</a>	<input type="text" value="2"/>	<input type="text" value="Memory -2"/>	<input type="text" value="0"/>	<a href="#">Acct: Glennbrook NHS</a>	<a href="#">17 -inch E772P</a>	<input type="text" value="2"/>	<input type="text" value="Fl. Pan.1504FP"/>	<input type="text" value="399"/>	<a href="#">Start: 02/14/03</a>	<a href="#">OS-1</a>	<input type="text" value="2"/>	<input type="text" value="OS-1 NA"/>	<input type="text" value="0"/>	<a href="#">End: 02/14/03</a>	<a href="#">Overall</a>	<input type="text" value=""/>	<input type="text" value="Select All"/>	<input type="text" value=""/>	<a href="#">Period: One Time</a>
<a href="#">Marquee</a>	<a href="#">% Discount</a>	<a href="#">Substitution</a>	<a href="#">List</a>	<a href="#">Summary Block</a>																												
<a href="#">Processor-1</a>	<input type="text" value="2"/>	<input type="text" value="Processor-2"/>	<input type="text" value="0"/>	<a href="#">Deal Name: Edu-Trn</a>																												
<a href="#">Memory-1</a>	<input type="text" value="2"/>	<input type="text" value="Memory -2"/>	<input type="text" value="0"/>	<a href="#">Acct: Glennbrook NHS</a>																												
<a href="#">17 -inch E772P</a>	<input type="text" value="2"/>	<input type="text" value="Fl. Pan.1504FP"/>	<input type="text" value="399"/>	<a href="#">Start: 02/14/03</a>																												
<a href="#">OS-1</a>	<input type="text" value="2"/>	<input type="text" value="OS-1 NA"/>	<input type="text" value="0"/>	<a href="#">End: 02/14/03</a>																												
<a href="#">Overall</a>	<input type="text" value=""/>	<input type="text" value="Select All"/>	<input type="text" value=""/>	<a href="#">Period: One Time</a>																												
<a href="#">Browser Screen</a>																																

**Fig. 28 (substitution find)**

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Address Bar

2900

Deal Manager

Provider Logo

Home About Help Log-out

Home Deals

☐ Deals

- Pending
- In Progress
- Rejected
- Approved
- Side-By-Side

Products

% Discount

Substitution

List

User : User Name

Marquee

Processor-1

Memory-1

17 -inch E772P

OS-1

Overall

Marquee

Processor-2

Memory -2

Fl. Pan.1504FP

OS-1

Select All

599

0

0

399

0

Summary Block

Deal Name: Edu-Trn

Acct: Glenbrook NHS

Start: 02/14/03

End: 02/14/03

Period: One Time

☒ Validate

2902

2901

Total List Price = \$18,560

Total Net Price = \$18,188.80

2903

Find Substitution Compensation Indicator

-10%

0%

50%

100%

Browser Screen

Fig. 29 (substitution suggestion view)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>		
<u>Options Dropdown Menus</u>						
		<u>Address Bar</u>				
<u>Deal Manager</u>						
		2801		<u>Home About Help Log-out</u>		
Home	Deals	<u>Products</u>	<u>% Discount</u>	<u>Substitution</u>	<u>List</u>	
<input type="checkbox"/> <u>Deals</u> <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		<u>Marquee</u>	<u>Marquee</u>	<u>Summary Block</u>		
		Processor-1	2	Processor-2	599	Deal Name: Edu-Trn
		Memory-1	2	Memory -2	0	Acct: Glennbrook NHS
		17 -inch E772P	2	Fl. Pan. 1504FP	399	Start: 02/14/03
		OS-1	2	OS-1	0	End: 02/14/03
		Overall		Select All		Period: One Time
<input type="checkbox"/> <u>Validate</u> <b>All Substitutions are valid</b> <input type="checkbox"/> <u>Save as</u> <input type="checkbox"/> <u>Save</u>		Total List Price = \$18,560    Total Net Price = \$18,188.80				
		Find Substitution    Compensation Indicator				
		-10%    0%    50%    100%				
<u>Browser Screen</u>						

Fig. 30 (Validate and Save)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>					
<u>Options Dropdown Menus</u>									
<input type="text"/>		<u>Address Bar</u>		<input type="text"/>					
<u>Deal Manager</u>		<u>Provider Logo</u>							
<u>Home About Help Log-out</u>									
<u>Home</u>		<u>Scenarios</u>							
<u>Deals</u>		<u>User : User Name</u>							
<input type="checkbox"/> <u>Deals</u> <div> <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side </div>		<u>Type</u>	<u>Terms</u>	<u>Net</u>	<u>Date</u>	<u>Owner</u>	<u>Status</u>	<u>Export</u>	<u>Gen. Prop</u>
		Base	Terms	\$10,000	02/12/03	J. Smith	Pending	<u>Export</u>	<u>Generate</u>
		Sub	Terms	\$18,188.8	02/12/03	J. Smith	Pending		<u>Generate</u>
		<div> <div>3102</div> <div>3101</div> </div>							
<u>Browser Screen</u>									

Fig. 31 (Substitution Scenario)





<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>	
<u>Options Dropdown Menus</u>					
		<u>Address Bar</u>			
<i>Deal Manager</i>					
<a href="#">Home About Help Log-out</a>					
Home		<u>Comparison Details</u>		<a href="#">Back</a> User : User Name	
<input type="checkbox"/> <u>Deals</u>		<input type="checkbox"/> <u>Deals</u>		<input type="checkbox"/> <u>Deals</u>	
<input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		<input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		<input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side	
Scenario		List	Net	Discount	Margin
Revenue-1		\$150,000	\$100,000	33%	10%
Margin-1		\$110,000	\$90,800	17%	15%
<input type="checkbox"/> <u>Deals</u>					
<input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side					
Scenario-1 Revenue-1					
Product	Qty.	List	Disc.	Total	Margin
P-1	100	120	33	12,000	10
P-2	100	150	33	15,000	11
P-3	50	150	33	75,000	8
Scenario-2 Margin-1					
Product	Qty.	List	Disc.	Total	Margin
P-1	200	120	17	27,000	16
P-2	150	150	17	22,500	15
P-3	150	150	17	45,000	14
<input type="checkbox"/> <u>Browser Screen</u>					
<input type="checkbox"/> <u>Browser Screen</u>					

Fig. 33 (Comparison Details)



<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>																																				
<u>Options Dropdown Menus</u>																																								
		<u>Address Bar</u>																																						
<u>Deal Manager</u>																																								
		3501		<a href="#">Home About Help Log-out</a> <a href="#">Provider Logo</a>																																				
<u>Home</u>		<a href="#">Deal Comparison/Margin By Product Line/Price Waterfall/Final Edit</a> User : User Name																																						
<input type="checkbox"/> <u>Deals</u> Pending In Progress Rejected Approved Side-By-Side		<table border="1"> <thead> <tr> <th><u>Products</u></th> <th><u>% Discount</u></th> <th><u>Substitution</u></th> <th><u>List</u></th> <th><u>Summary Block</u></th> </tr> </thead> <tbody> <tr> <td><u>Marquee</u></td> <td></td> <td><u>Marquee</u></td> <td>599</td> <td><u>Deal Name: Edu-Trn</u></td> </tr> <tr> <td><u>Processor-1</u></td> <td><input type="text" value="2"/></td> <td><u>Processor-2</u> <input checked="" type="checkbox"/></td> <td>0</td> <td><u>Acct: Glennbrook NHS</u></td> </tr> <tr> <td><u>Memory-1</u></td> <td><input type="text" value="2"/></td> <td><u>Memory -2</u> <input checked="" type="checkbox"/></td> <td>0</td> <td><u>Start: 02/14/03</u></td> </tr> <tr> <td><u>17 -inch E772P</u></td> <td><input type="text" value="2"/></td> <td><u>Fl. Pan.1504FP</u> <input checked="" type="checkbox"/></td> <td>329</td> <td><u>End: 02/14/03</u></td> </tr> <tr> <td><u>OS-1</u></td> <td><input type="text" value="2"/></td> <td><u>OS-1</u> NA</td> <td>0</td> <td><u>Period: One Time</u></td> </tr> <tr> <td><u>Overall</u></td> <td><input type="text"/></td> <td><u>Select All</u> <input checked="" type="checkbox"/></td> <td></td> <td></td> </tr> </tbody> </table>				<u>Products</u>	<u>% Discount</u>	<u>Substitution</u>	<u>List</u>	<u>Summary Block</u>	<u>Marquee</u>		<u>Marquee</u>	599	<u>Deal Name: Edu-Trn</u>	<u>Processor-1</u>	<input type="text" value="2"/>	<u>Processor-2</u> <input checked="" type="checkbox"/>	0	<u>Acct: Glennbrook NHS</u>	<u>Memory-1</u>	<input type="text" value="2"/>	<u>Memory -2</u> <input checked="" type="checkbox"/>	0	<u>Start: 02/14/03</u>	<u>17 -inch E772P</u>	<input type="text" value="2"/>	<u>Fl. Pan.1504FP</u> <input checked="" type="checkbox"/>	329	<u>End: 02/14/03</u>	<u>OS-1</u>	<input type="text" value="2"/>	<u>OS-1</u> NA	0	<u>Period: One Time</u>	<u>Overall</u>	<input type="text"/>	<u>Select All</u> <input checked="" type="checkbox"/>		
<u>Products</u>	<u>% Discount</u>	<u>Substitution</u>	<u>List</u>	<u>Summary Block</u>																																				
<u>Marquee</u>		<u>Marquee</u>	599	<u>Deal Name: Edu-Trn</u>																																				
<u>Processor-1</u>	<input type="text" value="2"/>	<u>Processor-2</u> <input checked="" type="checkbox"/>	0	<u>Acct: Glennbrook NHS</u>																																				
<u>Memory-1</u>	<input type="text" value="2"/>	<u>Memory -2</u> <input checked="" type="checkbox"/>	0	<u>Start: 02/14/03</u>																																				
<u>17 -inch E772P</u>	<input type="text" value="2"/>	<u>Fl. Pan.1504FP</u> <input checked="" type="checkbox"/>	329	<u>End: 02/14/03</u>																																				
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<u>Overall</u>	<input type="text"/>	<u>Select All</u> <input checked="" type="checkbox"/>																																						
<u>Browser Screen</u>		<table border="1"> <tr> <td colspan="2"> <u>Total List Price = \$18,560</u>    <u>Total Net Price = \$18,188.80</u> </td> </tr> <tr> <td colspan="2"><u>Compensation Indicator</u></td> </tr> <tr> <td> <input type="text"/> -10%         </td> <td> <input type="text"/> 0%    <input checked="" type="text"/> 50%    <input type="text"/> 100%         </td> </tr> </table>				<u>Total List Price = \$18,560</u> <u>Total Net Price = \$18,188.80</u>		<u>Compensation Indicator</u>		<input type="text"/> -10%	<input type="text"/> 0% <input checked="" type="text"/> 50% <input type="text"/> 100%																													
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<u>Compensation Indicator</u>																																								
<input type="text"/> -10%	<input type="text"/> 0% <input checked="" type="text"/> 50% <input type="text"/> 100%																																							

3500

Fig. 35 (Further Options)

<u>Standard Icons</u>		<u>Standard Icons</u>		<u>Standard Icons</u>									
<u>Options Dropdown Menus</u>													
		<u>Address Bar</u>											
<u>Deal Manager</u>													
<u>Home About Help Log-out</u>													
<u>Home</u>		<u>Deals</u>		<u>User : User Name</u>									
<input type="checkbox"/> <u>Deals</u> <input type="checkbox"/> Pending <input type="checkbox"/> In Progress <input type="checkbox"/> Rejected <input type="checkbox"/> Approved <input type="checkbox"/> Side-By-Side		<u>Final Edit-Overall Discounts</u> <table border="1"> <thead> <tr> <th>Products</th> <th>Qty Req.</th> <th>List Price</th> <th>Total Net</th> </tr> </thead> <tbody> <tr> <td>Marquee</td> <td>20</td> <td>\$599</td> <td>\$18,188.80</td> </tr> </tbody> </table>		Products	Qty Req.	List Price	Total Net	Marquee	20	\$599	\$18,188.80	3601 User : User Name	
Products	Qty Req.	List Price	Total Net										
Marquee	20	\$599	\$18,188.80										
3602 Prev. concession 2% overall <u>Overall Disc. Suggestions</u> <input type="text"/> % customer discount (up to 5%) <input type="text"/> % education discount (up to 6%)		3603 Summary Block Deal Name: Edu-Trn Acct: Glennbrook NHS Start: 02/14/03 End: 02/14/03 Period: One Time		3604 <input type="button" value="Submit"/> <input type="button" value="Save"/>									
<u>Browser Screen</u> <input type="text"/>		Total List Price = \$18,560    Total Net Price = \$17,290.27 <u>Compensation Indicator</u> <table border="1"> <tr> <td>-10%</td> <td>0%</td> <td>50%</td> <td>100%</td> </tr> </table>		-10%	0%	50%	100%	3605					
-10%	0%	50%	100%										

**Fig. 36 (final edit)**

Standard Icons		Standard Icons		Standard Icons																																							
Options Dropdown Menus																																											
<input type="text"/>		Address Bar		<input type="text"/>																																							
Deal Manager		Provider Logo																																									
		Home About Help Log-out																																									
Home	Deals	User : User Name																																									
<div> <div> <input type="checkbox"/> Deals </div> <div> <ul style="list-style-type: none"> <li>- Pending</li> <li>- In Progress</li> <li>- Rejected</li> <li>- Approved</li> <li>- Side-By-Side</li> </ul> </div> </div>		<table border="1"> <thead> <tr> <th colspan="6">Scenarios</th> </tr> <tr> <th>Type</th> <th>Terms</th> <th>Net</th> <th>Date</th> <th>Owner</th> <th>Status</th> <th>Export</th> <th>Gen. Prop.</th> </tr> </thead> <tbody> <tr> <td>Base</td> <td>Terms</td> <td>\$10,000</td> <td>02/12/02</td> <td>J. Smith</td> <td>Pending</td> <td><u>Export</u></td> <td><u>Generate</u></td> </tr> <tr> <td>Sub</td> <td>Terms</td> <td>\$18,188.8</td> <td>02/12/02</td> <td>J. Smith</td> <td>Pending</td> <td><u>Export</u></td> <td><u>Generate</u></td> </tr> <tr> <td>Final</td> <td>Terms</td> <td>\$17,290.3</td> <td>02/12/02</td> <td>J. Smith</td> <td>Pending</td> <td><u>Export</u></td> <td><u>Generate</u></td> </tr> </tbody> </table>				Scenarios						Type	Terms	Net	Date	Owner	Status	Export	Gen. Prop.	Base	Terms	\$10,000	02/12/02	J. Smith	Pending	<u>Export</u>	<u>Generate</u>	Sub	Terms	\$18,188.8	02/12/02	J. Smith	Pending	<u>Export</u>	<u>Generate</u>	Final	Terms	\$17,290.3	02/12/02	J. Smith	Pending	<u>Export</u>	<u>Generate</u>
Scenarios																																											
Type	Terms	Net	Date	Owner	Status	Export	Gen. Prop.																																				
Base	Terms	\$10,000	02/12/02	J. Smith	Pending	<u>Export</u>	<u>Generate</u>																																				
Sub	Terms	\$18,188.8	02/12/02	J. Smith	Pending	<u>Export</u>	<u>Generate</u>																																				
Final	Terms	\$17,290.3	02/12/02	J. Smith	Pending	<u>Export</u>	<u>Generate</u>																																				
Browser Screen																																											

**Fig. 37 (final scenario)**

3802

Ranking Type = 1 Maximize

$$(2) 1E \rightarrow 2F + 1G$$

Value ID	Row ID	Item ID	Item Qty.
1	1	ID-C	1
1	2	ID-D	1
2	3	ID-F	2
2	4	ID-G	1

$$1A + 2B + 1E$$

Factor ID	Product	Customer	Channel	Min	Max	Value
111	A	All	All	1	1	1
111	B	All	All	2	2	1
111	E	All	All	1	1	2

2F + 1G @ 10% Margin

**Fig. 38**

Competitor Prices	Factor Rules
Factor ID = 112	(1) 1A + 2B -> 1C + 2D (2) 1E -> 1G;1F
Factor Name = "Competitor Prices"	
Operation Type = Competitor	
Condition attribute ID = ID for Matrix containing ID for attribute Qty; ID for attribute "Competitor" Name	
Advisory Factor ID = ID for attribute Total Margin	
Advisory Sequence ID = ID for order sequence	
Ranking Type = 1 Maximize	

Rule Table Entries

Factor ID	Product	Customer	Channel	QTY	Value
112	A	All	All	1	1
112	B	All	All	2	1
112	E	All	All	1	2
112	F	All	All	1	2

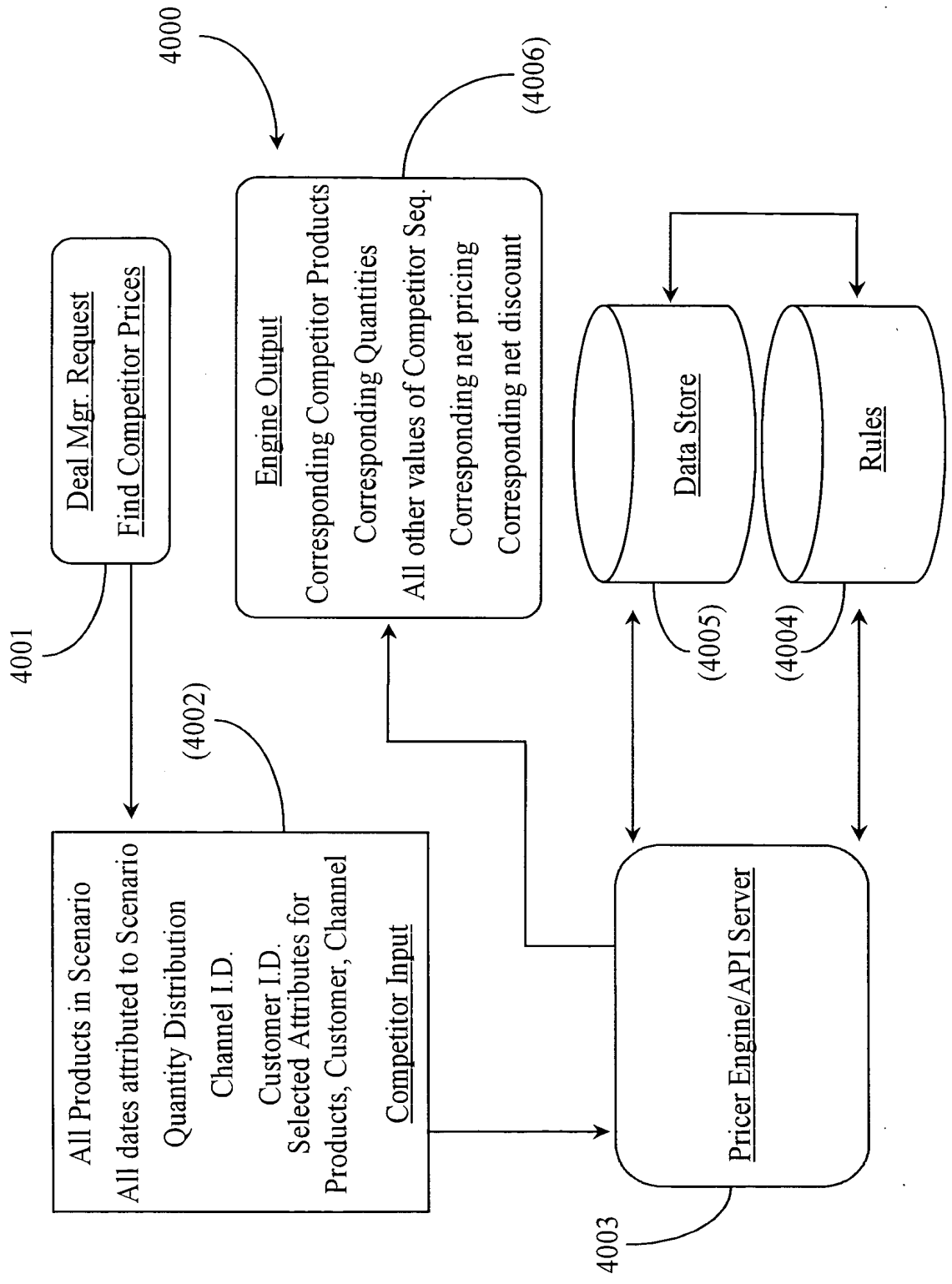
Suggested Discount
Maximum % line item discount 3% channel discount for education

Value ID	Row ID	Item ID	Item Qty.
1	1	ID-C	1
1	2	ID-D	2
2	3	ID-G	1
2	4	ID-F	1

Customer Order
1A + 2B + 1E

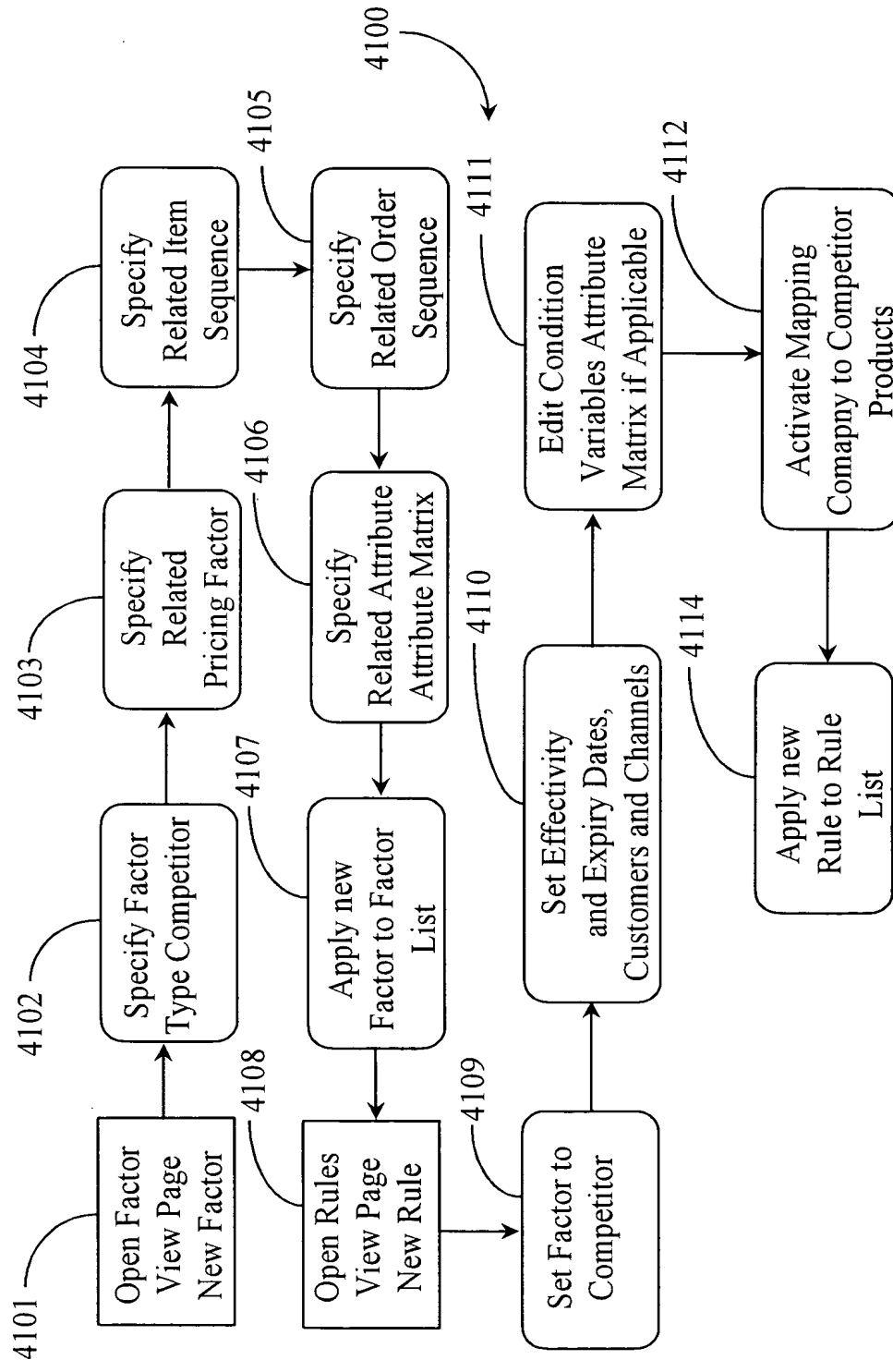
Company	Price	Discount	Competitor	Price
Product A	\$99	Up to 5%	Product C	\$89
Product B	\$54	Up to 6%	Product D	\$49
Product E	\$110	Up to 9%	Product G	\$115
Product E	\$110	Up to 9%	Product F	\$100

Fig. 39



**Fig. 40 (Competitor Pricing)**





**Fig. 41(Competitor factor and rule creation)**

4200

<u>Standard Icons</u>	<u>Standard Icons</u>	<u>Standard Icons</u>																				
<u>Options Dropdown Menus</u>																						
<input style="width: 100%;" type="text" value="Address Bar"/>		<input style="width: 50%;" type="text" value=""/>																				
<u>Deal Manager</u>																						
<a href="#">Home</a> <a href="#">About Help Log-out</a>																						
<a href="#">Optimise Substitution Bundling</a> <a href="#">Competitor Final Edit</a>																						
Home	Deal Name: <u>Long Term Deal</u> Account Name: <u>Lazorex</u> User Name: <u>One Time</u>																					
<input checked="" type="checkbox"/> Deals	Start Date: <input type="text" value="03/01/2003"/> End Date: <input type="text" value="03/01/2004"/> Period Type: <input type="text" value="One Time"/>																					
<div style="border: 1px solid black; padding: 2px; display: inline-block;">+ Add New Product</div> <div style="margin-left: 20px;">4204</div>																						
- Pending - In Progress - Rejected - Approved - Side-By-Side	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Product</th> <th style="width: 15%;">Qty Req.</th> <th style="width: 15%;">Per Period</th> <th style="width: 15%;">List Price</th> </tr> </thead> <tbody> <tr> <td> <input checked="" type="checkbox"/> delete Marquee               </td> <td style="text-align: center;">400</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: right;">\$500</td> </tr> <tr> <td> <input checked="" type="checkbox"/> delete Meridian               </td> <td style="text-align: center;">200</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: right;">\$1049</td> </tr> <tr> <td> <input checked="" type="checkbox"/> delete XY Servers               </td> <td style="text-align: center;">5</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: right;">\$449</td> </tr> <tr> <td> <input checked="" type="checkbox"/> delete Clmk. Printers               </td> <td style="text-align: center;">20</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: right;">\$100</td> </tr> </tbody> </table>		Product	Qty Req.	Per Period	List Price	<input checked="" type="checkbox"/> delete Marquee	400	<input checked="" type="checkbox"/>	\$500	<input checked="" type="checkbox"/> delete Meridian	200	<input checked="" type="checkbox"/>	\$1049	<input checked="" type="checkbox"/> delete XY Servers	5	<input type="checkbox"/>	\$449	<input checked="" type="checkbox"/> delete Clmk. Printers	20	<input type="checkbox"/>	\$100
Product	Qty Req.	Per Period	List Price																			
<input checked="" type="checkbox"/> delete Marquee	400	<input checked="" type="checkbox"/>	\$500																			
<input checked="" type="checkbox"/> delete Meridian	200	<input checked="" type="checkbox"/>	\$1049																			
<input checked="" type="checkbox"/> delete XY Servers	5	<input type="checkbox"/>	\$449																			
<input checked="" type="checkbox"/> delete Clmk. Printers	20	<input type="checkbox"/>	\$100																			
4203		4202																				
Total List Price: \$14,757,045		Validate																				
Compensation Indicator																						
<div style="display: flex; align-items: center; justify-content: center;"> <div style="width: 100px; height: 10px; background: linear-gradient(to right, black 10%, white 10% 50%, white 50% 100%);"></div> <div style="margin: 0 10px;">             -10%      0%      50%      100%           </div> </div>																						
Browser Screen																						
<input style="width: 100%;" type="text"/>																						

**Fig. 42 (analysis of base scenario)**

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Deal Manager

Provider Logo

Quote Optimising

Cost Chg.

03/01/03

04/01/03

05/01/03

03/01/04

05/01/04

04/01/04

05/01/04

03/01/05

04/01/05

04/01/05

4300

↙

Optimize based on

Margin

4301

Edit

4302

	03/01/03	04/01/03	05/01/03	03/01/04	05/01/04	04/01/04	05/01/04	03/01/05	04/01/05	04/01/05
Marquee	400	400	400	400	400	400	400	400	400	400
Meridian	200	200	200	200	200	200	200	200	200	200
XY Server	0	0	5	0	0	0	0	0	0	0
Clearmark	0	20	0	0	0	0	0	0	0	0

4303

↙

Total List Price

\$14,757,045

4305

Total Net Price

\$14,000,000

Margin:

8%

Save As:

4306

Compensation Indicator

-10%

0%

50%

100%

Fig. 43( Deal Optimize)

Standard Icons

Standard Icons

Standard Icons

Options Dropdown Menus

Address Bar

Deal Manager

Provider Logo

Competitor Scenario

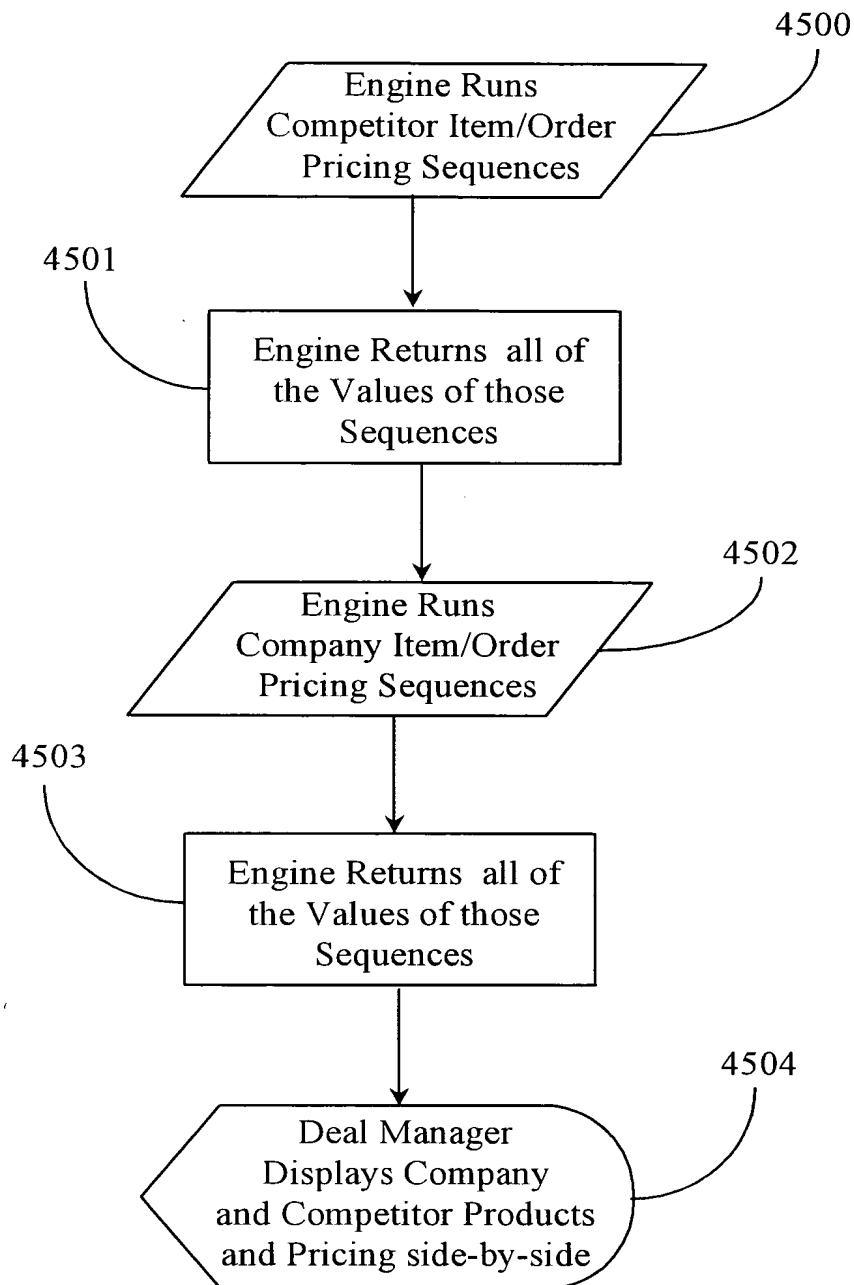
Start Date: 03/01/2003

End Date: 07/01/2003

Type of Period: Monthly

Product	03/01/2003	04/01/2003	05/01/2003	06/01/2003	07/01/2003
	Ours HP Apple	Ours HP Apple	Ours HP Apple	Ours HP Apple	Ours HP Apple
Marquee	495 500 600	500 446 600	400 446 510	360 401 459	324 361 413
Meridian	1049 1100 995	1049 990 995	839 990 846	755 891 761	680 802 685
XY Server	449 500 515	449 450 515	359 450 438	323 405 394	291 355 365
Clearmark	100 75 110	100 68 110	80 68 94	72 61 84	65 55 76

Fig. 44 (Competitor View)



***Fig. 45 (Competitor Calculation)***